

gathering past reservation information relating to past reservations for perishable commodities that have already perished;

gathering wait list reservation information relating to wait-listed reservations for perishable commodities that have not yet perished;

comparing, using a processor in said computer environment, said past reservation information and said wait list reservation information;

calculating, using said processor, based on said comparison, the likelihood that said wait-listed reservations will materialize if promoted to reserved status;

ordering said wait-listed reservations based on their likelihood of materialization;

and

outputting said ordered wait-listed reservations.

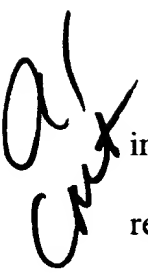
2. (Original) The method as set forth in claim 1, wherein said past reservation information includes historical commodity details regarding said past reservations.

3. (Original) The method as set forth in claim 2, wherein said past reservation information further includes Point-of-Sale (POS) information pertaining to said past reservations.

4. (Original) The method as set forth in claim 3, wherein said past reservation information further includes materialization information regarding said past reservations.

5. (Original) The method as set forth in claim 4, wherein said past reservation information includes demographic information about persons who made said past reservations.

6. (Original) The method as set forth in claim 5, wherein said demographic information includes one or more of the following pertaining to said persons making said past reservations: age, sex, national origin, citizenship, country of residence, occupation, education, annual income, marital status, reservation frequency.

 7. (Original) The method as set forth in claim 6, wherein said wait list information further includes wait-list commodity details regarding said wait-listed reservations.

8. (Original) The method as set forth in claim 7, wherein said wait list information further includes POS information pertaining to said wait-listed reservations.

9. (Original) The method as set forth in claim 8, wherein said wait list information includes demographic information about persons making said wait-listed reservations.

10. (Original) The method as set forth in claim 9, wherein said demographic information includes one or more of the following pertaining to said persons making said wait-listed reservations: age, sex, national origin, citizenship, country of residence, occupation, education, annual income, marital status, reservation frequency.

11. (Original) The method as set forth in claim 10, wherein said perishable commodity comprises airline seats, and wherein said historical commodity details include information related to one or more of the following regarding said airline seats: carrier name, flight origin, flight destination, booking class, flight distance, departure time, connection time, arrival time, departure date, arrival date, flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

12. (Original) The method as set forth in claim 11, wherein said POS information includes one or more of the following: POS type, POS country, booking carrier, booking recency, change recency, fare code, number of passengers traveling with said individuals making said past reservations, length of stay associated with the reservation, time between booking date and flight date, payment status.


13. (Original) The method as set forth in claim 12, wherein said wait-list commodity details include information related to one or more of the following: carrier name, flight origin, flight destination, booking class, flight distance, departure time,

connection time, arrival time, departure date, arrival date, flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

14. (Original) Computer-readable code stored on media for conducting materialization forecasting with respect to wait-listed reservations made by persons for the potential purchase of perishable commodities, comprising:

first subprocesses for gathering past reservation information relating to past reservations for perishable commodities that have already perished;

second subprocesses for gathering wait list reservation information relating to wait-listed reservations for perishable commodities that have not yet perished;

 third subprocesses for comparing said past reservation information and said wait list reservation information;

fourth subprocesses for calculating, based on said comparison, the likelihood that said wait-listed reservations will materialize if promoted to reserved status;


fifth subprocesses for ordering said wait-listed reservations based on their likelihood of materialization; and

sixth subprocesses for outputting said ordered wait-listed reservations.

15. (Original) The computer-readable code as set forth in claim 14, wherein said past reservation information includes historical commodity details regarding said past reservations.

16. (Original) The computer-readable code as set forth in claim 15, wherein said past reservation information further includes Point-of-Sale (POS) information pertaining to said past reservations.

17. (Original) The computer-readable code as set forth in claim 16, wherein said past reservation information further includes materialization information regarding said past reservations.

 18. (Original) The computer-readable code as set forth in claim 17, wherein said past reservation information includes demographic information about individuals who made said past reservations.

19. (Original) The computer-readable code as set forth in claim 18, wherein said demographic information includes one or more of the following pertaining to said persons making said past reservations: age, sex, national origin, citizenship, country of residence, occupation, education, annual income, marital status, reservation frequency.

20. (Original) The computer-readable code as set forth in claim 19, wherein said wait list information further includes wait-list commodity details regarding said wait-listed reservations.

21. (Original) The computer-readable code as set forth in claim 20, wherein said wait list information further includes POS information pertaining to said wait-listed reservations.

22. (Original) The computer-readable code as set forth in claim 21, wherein said wait list information includes demographic information about persons making said wait-listed reservations.

23. (Original) The computer-readable code as set forth in claim 22, wherein said demographic information includes one or more of the following pertaining to said persons making said wait-listed reservations: age, sex, national origin, citizenship, country of residence, occupation, education, annual income, marital status, reservation frequency.

24. (Original) The computer-readable code as set forth in claim 23, wherein said perishable commodity comprises airline seats, and wherein said historical commodity details include information related to one or more of the following regarding said airline seats: carrier name, flight origin, flight destination, booking class, flight distance, departure time, connection time, arrival time, departure date, arrival date, flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

25. (Original) The computer-readable code as set forth in claim 24, wherein said POS information includes one or more of the following: POS type, POS country, booking carrier, booking recency, change recency, fare code, number of passengers traveling with said persons making said past reservations, length of stay associated with the reservation, time between booking date and flight date, payment status.

26. (Original) The computer-readable code as set forth in claim 25, wherein said perishable commodity comprises airline seats, and wherein said wait-list commodity details include information related to one or more of the following: carrier name, flight origin, flight destination, booking class, flight distance, departure time, connection time, arrival time, departure date, arrival date, flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

27. (Currently amended) ~~A~~ In a computer environment, a method for materialization forecasting with respect to wait-listed reservations made by persons for the potential purchase of perishable commodities, comprising the steps of:

gathering past reservation information relating to past reservations for perishable commodities that have already perished;

gathering wait list reservation information relating to wait-listed reservations for perishable commodities that have not yet perished;

comparing, using a processor in said computer environment, said past reservation information and said wait list reservation information;

calculating, using said processor, based on said comparison, the likelihood that said wait-listed reservations will materialize if promoted to reserved status;

determining the revenue value of each of said wait-listed reservations;

ordering said wait-listed reservations based on a combination of their likelihood of materialization and their revenue value; and

outputting said ordered wait-listed reservations.

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